

Message Text

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ACTION AF-04

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FM AMEMBASSY DAKAR

TO SECSTATE WASHDC 5256

C O N F I D E N T I A L DAKAR 5456

LIMDIS

EO 11652GDS

TAGS: ETRD

SUBJ: STATUS OF IHC HOTEL PROJECT

FOR AMB AGGREY FROM CHARGE

1. SUMMARY: PRESENT TEL IS UPDATE ON IHC HOTEL PROJECT
BASED ON CONVERSATIONS WITH PRIMIN ABDOU DIOUF AND LOCAL
PAN AM MANAGER HEEMSKERK. END SUMMARY.

2. PRIMIN DIOUF SUMMONED RDO MCADAMS AND ME DECEMBER 5
FOR GENERAL RUNDOWN US AID AND INVESTMENT MATTERS. IN
VIEW YOUR PENDING CONVERSATIONS IN NY, BELIEVE UPDATE
ON IHC ADVISABLE.

3. IN RECENT VISIT TO DAKAR BY FRANK ROSS, DIRECTOR
DEVELOPMENT OF IHC, MEETINGS WITH TOURISM DIRECTOR
MOUSTAPHA FALL, WITH PRIMIN PULLING STRINGS IN BACKGROUND,
DID NOT GO WELL. WHILE NEITHER SIDE HAS SPELLED OUT
FOR EMBASSY EXACT DETAILS OF ISSUES, SEEMS CLEAR IT IS
COMBINATION OF NEW GOS, DIOUF-INSPIRED, DRIVE FOR
SENEGALIZATION AND DESIRE TO GET AS GOOD OR BETTER
TERMS FROM IHC THAN GOS HAD REALIZED ON OTHER RECENT
AGREEMENTS, IE HOTEL TERANGA.

4. ACCORDING PAN AM MANAGER HEEMSKERK, AT RECENT MEETING
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GOS AY FG FOR TWELVE YEAR NMJ RENEWABLE MANAGEMENT

CONTRACT FOR IHC, WHICH IS ACCUSTOMED TO TWENTY-YEAR RENEWABLE ONES, AND WHICH DOES NOT WISH FACE POSSIBLE RENEGOTIATION CURRENT CONTRACTS OTHER COUNTRIES. THIS SEEMS FROM HERE MAIN STICKING POINT, WHILE OTHER ITEMS, RATE OF SENEGALIZATION, EXACT LEVEL MANAGEMENT FEES, EVEN PERHAPS TO LIMITED EXTENT IHC CAPITAL INPUT, SEEM MORE NEGOTIABLE. PRIMIN REMARKED TO ME THAT HE THOUGHT IHC BEING UNREASONABLE, SEEKING MANAGEMENT FEES TWICE THOSE OF COMPANY MANAGING TERANGA. HE DID NOT MENTION LENGTH OF CONTRACT, AND SAID THAT THERE WAS NO CURRENT PROBLEM RE CAPITALIZATION.

5. HAVE STRONG IMPRESSION HERE THAT IHC IS CURRENTLY BUSY LINING UP OWN DUCKS IN NEW YORK, AND IS NOT AT POINT OF DESIRING ANY ACTIVE ROLE BY EMBASSY OR USG NOW. ON OTHER HAND, AS YOU WELL KNOW, A LOT IS RIDING ON THIS PROJECT FOR A LOT OF PEOPLE, PRIME MINISTER WELL INCLUDED. DIALOGUE HAS BY NO MEANS BROKEN DOWN, BUT IHC PROFESSES AT LEAST TO BE SOMEWHAT SHOCKED BY ABRUPT NEW GOS POSITION. HOW FIRM THAT IS REMAINS TO BE TESTED.

6. YOU MIGHT ALSO WISH DISCUSS WITH AMBASSADOR COULBARY, WHO ACCORDING PRIMIN IS WELL BRIEFED.
PERKINS

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